

PIP Membership



Long term success. The choice is up to you.

PIP Membership Packages

People In Progress provide cost effective training packages for individual businesses. Whether you are part of a larger group or a sole trader, as a member we can offer four different packages to cater for your specific needs.

There are two types of membership:

PIP Group Membership - As a company or franchise group a 30% membership base will bring savings of up to 35%

Standard Membership - As a sole trader or individual save up to 20% by registering as a standard member.

What's in it for You!

- Dynamic results based programs
- 20 year history of training and coaching success
- Diverse Skills training options
- Easy payment plan
- Access to our passionate PIP support team
- A client base that proves PIP is the best choice
- Expertise in diverse industries and professions
- Easy to manage point system
- Online registration
- Access to state of the art HR materials and resources

Increase in:

- Average Sale
- Gross Profit
- Customer Loyalty
- Customer conversion
- Team moral

Decrease in:

- Staff Turnover
- Shrinkage
- Cultural Negativity
- Customer complaints

So How does it work?

Q. How does the membership work?

- A. 1. Members choose a training package based on the individual needs of their business
2. Choose either monthly or yearly payment structure
3. Bookings for our courses can be made online through
- www.peopleinprogress.com.au/programdates.php

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PIP Group Membership

	Points	% Disc	Mthly	Savings
Platinum	90	35%	\$536	SAVE \$3465/y
Gold	70	30%	\$449	SAVE \$2310/y
Silver	50	20%	\$366	SAVE \$1100/y
Bronze	30	10%	\$247	SAVE \$330/y

PIP Standard Membership

	Points	% Disc	Mthly	Savings
Platinum BP	90	20%	\$660	SAVE \$1980/y
Gold BP	70	15%	\$545	SAVE \$1155/y
Silver BP	50	10%	\$412	SAVE \$550/y
Bronze BP	30	5%	\$261	SAVE \$165/y

PIP Group Booster Packs

	Points	% Disc	Mthly	Savings
Platinum BP	10	35%	\$59.58	SAVE \$385/y
Gold BP	10	30%	\$64.16	SAVE \$330/y
Silver BP	10	20%	\$73.33	SAVE \$220/y
Bronze BP	10	10%	\$82.50	SAVE \$110/y

PIP Standard Booster Packs

	Points	% Disc	Mthly	Savings
Platinum BP	10	20%	\$73.33	SAVE \$220/y
Gold BP	10	15%	\$77.91	SAVE \$165/y
Silver BP	10	10%	\$82.50	SAVE \$110/y
Bronze BP	10	5%	\$87.08	SAVE \$55/y

Package Type	Care (7)	Smart (9)	Focus (10)	Sales Booster (3)	Games Kit (7)	Maintenance Kit (7)	1-2-1 In Store (12)	Design To Fit (60)*
Platinum	Y	Y	Y	Y	Y	Y	Y	Y
Gold	Y	Y	Y	Y	Y	Y	Y	Y
Silver	Y	Y	Y	Y	Y	Y		
Bronze	Y	Y	Y	Y	Y	Y		

For full description, See over page.

Example

6 x C.A.R.E seats @ 7 points /seat = 42
 4 x S.M.A.R.T seats @ 9 points/seat = 36
 1 x 1-2-1 in store @ 12 points = 12
 90 points

Become a PIP Member today

Thank you so much for your interest. We look forward to helping you create positive results in your business. Become a member today or for further information visit our website www.peopleinprogress.com.au. If you prefer a more personal contact please call us on +61 2 9918 7777. We would love to speak with you.

PIP Membership



Training Membership

Training & Resources Glossary

C.A.R.E. (Customers Are Really Everything)® (7 Points per seat)

...is a 3 Day Sales & Customer Service Program designed to benefit your entire sales team. Through using a carefully thought out system based on consumer needs and wants, C.A.R.E.™ equips sales professionals to establish and maintain positive interaction with the customer throughout the entire sale. Participants learn to diagnose customer needs and wants; make effective presentations; integrate suggestions; handle objections; close the sale and maintain flexibility. Applies to public programs only, dates and locations available on website www.peopleinprogress.com.au/programdates.php

S.M.A.R.T. (Superior Management of A Resourceful Team)® (9 Points per seat)

...is a 3-Day Leadership & Management Program. The S.M.A.R.T.™ experience is skills & discovery based incorporating carefully thought out systems for each of the key management areas. Participants learn to identify productivity gaps; effectively handle conflict; recognise and manage people's individual temperaments; develop time effectiveness; enhance working relationships through praising & reprimanding; & increase their sense of personal power. Applies to public programs only, dates and locations available on website www.peopleinprogress.com.au/programdates.php

Focus Sessions (10 Points)

... are 2/3-hour dynamic, interactive workshops (usually conducted out of trading hours) designed especially for your business to ensure continual development of sales and service standards. Focus sessions are not number specific and members may invite their entire team for skills sharpening. Seats will be made available to non-members within the group for a fee per head.

Sales Booster Programs (3 Points per seat)

...are one day skills intensive sessions created to boost and drive sales; close with confidence; increase customer conversion and improve \$\$ spend. A must for those wanting continued development. Applies to public programs only, dates and locations available on website www.peopleinprogress.com.au/programdates.php

Games Kit (7 Points)

A collection of activities and games designed especially to maximise the development of the team after attending C.A.R.E.™. The kit includes clear instruction and fun interactive teaching tools to enable the leader to continue the development at the frontline.

Maintenance Kit (7 Points)

This essential kit contains follow up materials to maintain C.A.R.E.™ strategies and skills within the business, including checklists, practice session guidelines, purpose sheet management & follow through instruction sheets.

1-2-1 Field Coaching Session (12 Points)

In-store visit by a specialised People In Progress Coach (3 hour duration) to reinforce C.A.R.E.™ principles and to implement in-store training systems to ensure integration and sustainability of skills.

Design To Fit - We come to you (60 points)*

...is a one day designer program developed specifically to fit the needs aims and direction of your business. Lift average sales; re-inforce key skills and enhance management techniques, the options are endless. Tell us your needs and People In Progress will deliver.

*Training and development fee only. Travel etc extra.